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Mr. Jeff Broin
Chief Executive Officer
POET, LLC
4615 N. Lewis Avenue
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Dear Jeff,

Thank you for meeting with Ford to discuss our interests related to renewable energy. As we discussed, biofuels continue to be part of Ford's overall strategy to address energy security and climate change by increasing fuel economy and reducing emissions through the migration of advanced technology that is affordable and accessible for millions of our customers.

In addition to our flexible fuel vehicle programs, we have also made announcements regarding the doubling of our hybrid production, the introduction of EcoBoost engine technology, and our electrification strategy including battery electric and next generation hybrid and plug-in hybrid vehicles.

Based on our biofuel discussions, it is clear that Ford and POET share a common vision to accelerate renewable fuel use, deliver increased energy security, enhance economic development and help address climate change. Ford endorses efforts to increase base level blends up to E15 and collaborate with key stakeholders to overcome challenges with introducing these higher levels of ethanol in the base fuel blend used by all vehicles in the near term.

A discussion document highlighting some of the key points that we would like to review with EPA on this issue is attached for reference. This document more fully captures the key elements of our vision. I look forward to future discussions with you.

Sincerely,

Attachment



Joint Discussion Items – Key Ford Points:

Supporting appropriate use of renewable fuel, including the need to expand next generation ethanol production technologies, to complement America's energy security and greenhouse gas reduction initiatives.

- ▶ Continued support for expansion of next generation cellulosic ethanol in order to meet the renewable fuel standard, address energy security and reduce greenhouse gas emissions.
- ▶ Reinforce a vision of ethanol becoming an alternative to gasoline rather than limited to a gasoline additive. This vision will require rapidly expanding the number of vehicles that can operate on high blends (up to E85), increasing the volume of ethanol that is used for higher blends, raising the number of stations offering these blends, and developing the fuel distribution network to support customer choice and value.
- ▶ Build customer awareness that renewable biofuels offer value, security and convenience to the American public in higher blends (up to E85) for flexible fuel vehicles and as a low blend additive.
- ▶ Ford endorses efforts to increase base level blends up to E15 and to collaborate with key stakeholders to address concerns with the use in the legacy fleet while enabling the ethanol industry to expand production and distribution to meet our common energy security and economic goals.
- ▶ Build on commitments by General Motors, Ford and Chrysler to make half of their vehicles flexible fuel capable by 2012 (so long as infrastructure growth is commensurate) by supporting an industry-wide commitment that 50% of total vehicle production be flexible fuel capable as soon as possible (e.g. 2014).
- ▶ Because the auto industry has designed vehicles around E10, establish a firm planning horizon to support a higher level base ethanol blend, beyond E15, in order to provide adequate lead-time to design, develop and introduce vehicles that are compatible with the higher base blends and are able to leverage improved fuel properties (e.g. higher octane).
- ▶ Continue to support the use of flex pumps to provide flexible fuel vehicle consumers with expanded access and to optimize existing underground storage requirements. Rapid development of a high blend ethanol infrastructure will require support from all stakeholders (including Underwriter's Laboratory) in the United States.

